

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 DODE-00 NSAE-00 ICA-11

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FM AMEMBASSY SOFIA

TO SECSTATE WASHDC 4857

C O N F I D E N T I A L SOFIA 1324

E.O. 11652: GDS

TAGS: BDIS, BU, US, ESTC

SUBJECT: BULGARIAN COMMENT ON THE SPERRY/BURROUGHS COMPUTER
CONTRACTS

REF: SOFIA 1241

1. DEPUTY PRIME MINISTER LUKANOV TOLD THE AMBASSADOR THAT THE BULGARIAN GOVERNMENT HAS MADE A DEFINITE DECISION TO STAND ON THE COMPUTER CONTRACTS WITH SPERRY-UNIVAC, AS THEY WISH TO USE THE SAME COMPUTER SYSTEM IN THE CENTRAL BANK AND PLANNING COMMITTEE OPERATIONS. HE SAID THAT BURROUGHS DOES NOT, IN THEIR VIEW, HAVE A CASE THAT WOULD STAND UP IN ARBITRATION. IN ANY CASE, IF THE SPERRY LICENSES WERE NOT GRANTED, THEY WOULD EITHER WAIT TWO OR THREE YEARS UNTIL THEY ARE ABLE TO PRODUCE SUCH A COMPUTER THEMSELVES, OR GO "ELESWHERE" NOW. HE SAID THERE WAS SOME URGENCY IN GETTING AN OK FOR THE SPERRY DEAL. LUKANOV FURTHER SAID THAT HE ASSUMED THERE WOULD BE NO PROBLEM WITH LICENSES FOR SPERRY, SINCE THE BURROUGHS COMPUTER WAS IN FACT MORE ADVANCED.

2. CONCERNING THE BURROUGHS CASE, LUKANOV NOTED THAT SAMUEL PISAR HAD RECENTLY BEEN IN SOFIA AND HAD DISCUSSED THE CASE (ALTHOUGH A TALK WITH LUKANOV HIMSELF, WHICH HAD BEEN SCHEDULED, COULD NOT BE HELD). LUKANOV EMPHASIZED
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THAT WHILE THE BULGARIANS DID NOT BELIEVE BURROUGHS HAD A CASE, AND THE CONTRACT WITH THEM FOR THE NATIONAL BANK WAS DEAD, THEY WISH TO RETAIN BURROUGHS' GOOD WILL AND CONTACT. THE AMBASSADOR ASKED IF THEY HAD PROPOSED ANY OTHER CONCRETE PROPOSAL TO BURROUGHS, AND LUKANOV REPLIED THAT THEY HAD SUGGESTED AN AIRLINE RESERVATION SYSTEM.

3. COMMENT: LUKANOV OBVIOUSLY HAS HIS REASONS FOR EXPRESSING CONFIDENCE IN THE BULGARIAN CASE IN THE DISPUTE WITH BURROUGHS, AND FOR URGING PROMPT FAVORABLE ACTION ON THE SPERRY LICENSE REQUEST. AS WE REPORTED REFTEL, SPERRY IS CONCERNED OVER CANCELLATION OF THIS MAJOR CONTRACT IN FAVOR OF A JAPANESE MANUFACTURER, SINCE THE TIME SPECIFIED IN THE SPERRY CONTRACT HAS NOW EXPIRED. WE WOULD APPRECIATE BEING ADVISED OF ANY DEVELOPMENTS ON THE SPERRY LICENSE. GARTHOFF

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Draft Date: 06 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
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